

Message Text

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PAGE 01 STATE 149570
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FM SECSTATE WASHDC
TO AMEMBASSY SOFIA PRIORITY

UNCLAS STATE 149570

E.O. 11652: N/A

TAGS: BEXP, BTIO, BU

SUBJECT: MINISTRY OF METALL'RGY REQUESTS FOR
LITERATURE AND DACHEV VISIT

REF: A) SOFIA 1055 B) SOFIA 0946

1. USDOC A, PRECIATES EMBASSY'S CONTINUING UPDATE OF
POTENTIAL U.S. EXPORT OPPORTUNITIES AND BULGARIAN REQUESTS
FOR INDUSTRIAL LITERATURE (REF. A). BEWT ALSO IS
CONTINUING ITS EFFORTS TO DESSEMINATE INFORMATION
EXPEDITIOUSLY AND THOROUGHLY. (COPIES OF PRESS RELEASE
AND JUNE 5 COMMERCE AMERICA ARTICLE BEING POUCHED
SEPARATELY.)

2. DACHEV VISIT (REF B PARA 3): HAS POST HEARD ANY MORE
FROM MINISTRY OF SUGGESTED DACHEV VISIT TO U.S. FIRMS?
LATTER PART OF JUNE TOO SOON FOR ADEQUATE PREPARATION SINCE
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U.S. FIRMS JUST NOW BEING REQUESTED FOR LITERATURE. FIRST
HALF OF JULY SEEMS EARLIEST FEASIBLE DATE. BEWT WOULD
APPRECIATE YOUR COMMENTS AND YOUR EXPRESSING THIS TO
MINISTRY.

3. BEWT/TDAD WILL NEED TO KNOW RESPONSE OF U.S. BUSINESS

COMMUNITY TO BULGARIAN INQUIRIES BEFORE THEY CAN ACTIVELY ASSIST IN PREPARATION OF VISIT. EMBASSY IS ASKED TO KEEP COMMERCE INFORMED OF RESPONSES.

4. FINANCING (REF B, PARA 4): COMMERCE HAS LEARNED FROM U.S.-BASED BANK OF AMERICA OFFICIALS THAT THEY ARE NOT AWARE OF STATED CREDIT LINE AND AMOUNT WOULD BE BEYOND WHAT THEY THEMSELVES WOULD HANDLE. NEVERTHELESS, BEWT HAS HEARD OF POSSIBLE EURODOLLAR SYNDICATION FOR SIMILAR AMOUNT FOR BULGARIAN FOREIGN TRADE BANK. IT MAY BE PREMATURE TO WORRY ABOUT PRECISE FORM OF FINANCING BUT U.S. FIRMS MAY BE HESITANT ABOUT VIABILITY OF INQUIRIES. THEREFORE, BEWT MOST INTERESTED IN HOW BULGARIANS WOULD PAY FOR PROPOSED TECHNOLOGY AND EQUIPMENT. CHRISTOPHER

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